

Q4 FY11 Results

25 April, 2011

Disclaimer

Certain statements in this presentation concerning our future growth prospects are forward looking statements, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT and engineering services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price contracts, client concentration, restrictions on immigration, our ability to manage our international marketing & sales operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, liability for damages on our service contracts & product warranty, the success of the companies in which the Company has made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. The Company may, from time to time, make additional written and oral forward-looking statements and our reports to shareholders. The company does not undertake to update any forward-looking statement that may be made from time forward to time by or on behalf of the company.

Summary

- Consolidated operating revenues for the quarter increased by 4.4% sequentially in US Dollar terms and 4.2% in Rupee terms
- Consolidated operating revenues for FY 11 increased by 26.2% in US Dollar terms and 21.3% in Rupee terms – rupee numbers impacted mainly because of appreciation of rupee by 3.9%
- PAT before extra-ordinary and prior period items is up from INR 152.73 mn in Q3 11 to INR 178.96 mn in Q4 11
- Geometric Engineering (erstwhile Modern Engineering) reported a profit of \$886k in Q4 11 compared to a profit of \$426k in Q3 11
- Geometric Engineering profit for FY 11 is at \$1.7 mn compared to a loss of \$1.2 mn in FY 10
- EPS for Q4 11 is up from 2.45 in Q3 11 to 2.87 in Q4 11 while EPS for FY 11 is up from 7.51 in FY 10 to 9.24 in FY 11
- Won new orders of USD 7.25 Mn in Q4 11 for execution in FY 12
- Total headcount is up from 3659 in Q3 11 to 3905 in Q4 11 in anticipation of new projects
- The Board of Directors recommended a dividend of 60% on face value of Rs. 2 per share

INDIAN GAAP

FINANCIAL PERFORMANCE

Q4 FY11

Income Statement - Consolidated

(figures in INR millions)

Income Statement	Q4 11	Q3 11	Q4 10	Var (QoQ)	Var (YoY)
Operating Revenue (in USD millions)	37.84	36.25	27.84	4.4%	35.9%
<i>Exchange Rate</i>	<i>44.93</i>	<i>45.03</i>	<i>45.68</i>	-0.2%	-1.6%
Operating Revenue	1,700.30	1,632.02	1,271.71	4.2%	33.7%
Cost Of Revenue (COR)	1,121.28	1,082.16	774.40	3.6%	44.8%
Contribution	579.02	549.86	497.31	5.3%	16.4%
Contribution as % of Operating Revenue	34.1%	33.7%	39.1%		
Sales & Marketing (S&M) Expense	92.27	86.21	75.91	7.0%	21.5%
General & Administrative (G&A) Expense	261.05	261.50	232.24	-0.2%	12.4%
Interest & Bank Charges	2.20	2.93	5.84	-24.9%	-62.4%
Depreciation and Lease Rental	70.30	64.70	64.08	8.7%	9.7%
Operating Profit	153.20	134.52	119.23	13.9%	28.5%
Operating Profit as % of Operating Revenue	9.0%	8.2%	9.4%		
Other Income	67.57	49.74	36.24	35.8%	86.4%
Profit Before Tax	220.77	184.26	155.47	19.8%	42.0%
PBT as % of Total Revenue	12.5%	11.0%	11.9%		
EBITDA	282.78	246.46	217.80	14.7%	29.8%
EBITDA as % of Total Revenue	16.0%	14.7%	16.7%		
Tax	12.68	1.44	4.99	780.9%	153.9%
Minority Interest	29.13	30.08	30.54	-3.2%	-4.6%
Profit After Tax (for the period)	178.96	152.73	119.94	17.2%	49.2%
PAT as % of Total Revenue	10.1%	9.1%	9.2%		
Extraordinary Item + Prior Period Adjustment	(0.53)	-	(1.58)		
Adjusted Profit After Tax	178.43	152.73	118.36	16.8%	50.8%
PAT as % of Total Revenue	10.1%	9.1%	9.0%		

Income Statement - Consolidated excluding 3D PLM

(figures in INR millions)

Income Statement	Q4 11	Q3 11	Q4 10	Var (QoQ)	Var (YoY)
Operating Revenue (in USD millions)	29.49	28.00	20.82	5.3%	41.7%
<i>Exchange Rate</i>	<i>44.86</i>	<i>45.03</i>	<i>45.57</i>	-0.4%	-1.5%
Operating Revenue	1,323.02	1,260.86	948.61	4.9%	39.5%
Cost Of Revenue (COR)	898.31	864.63	610.13	3.9%	47.2%
Contribution	424.72	396.22	338.48	7.2%	25.5%
Contribution as % of Operating Revenue	32.1%	31.4%	35.7%		
Sales, General & Administrative (SG&A) Expense	301.08	295.78	258.20	1.8%	16.6%
Interest & Bank Charges	2.20	2.92	4.68	-24.8%	-53.1%
Depreciation and Lease Rental	36.67	32.31	32.31	13.5%	13.5%
Operating Profit	84.77	65.21	43.28	30.0%	95.9%
Operating Profit as % of Operating Revenue	6.4%	5.2%	4.6%		
Other Income	40.02	17.96	6.19	122.9%	546.2%
Profit Before Tax	124.79	83.16	49.47	50.1%	152.2%
PBT as % of Total Revenue	9.2%	6.5%	5.2%		
EBITDA	144.20	99.50	63.49	44.9%	127.1%
EBITDA as % of Total Revenue	10.6%	7.8%	6.6%		
Tax	13.79	0.62	0.78	2109.1%	1664.7%
Minority Interest	-	-	-		
Profit After Tax (for the period)	111.00	82.54	48.69	34.5%	128.0%
PAT as % of Total Revenue	8.1%	6.5%	5.1%		
Extraordinary Item + Prior Period Adjustment	(0.53)	-	(1.58)		
Adjusted Profit After Tax	110.47	82.54	47.11	33.8%	134.5%
PAT as % of Total Revenue	8.1%	6.5%	4.9%		

Income Statement - Consolidated

(figures in INR millions)

Income Statement	FY 11	FY 10	Var
Operating Revenue (in USD millions)	136.47	108.12	26.2%
<i>Exchange Rate</i>	<i>45.47</i>	<i>47.32</i>	<i>-3.9%</i>
Operating Revenue	6,206.12	5,115.62	21.3%
Cost Of Revenue (COR)	4,102.03	3,019.98	35.8%
Contribution	2,104.09	2,095.64	0.4%
Contribution as % of Operating Revenue	33.9%	41.0%	
Sales & Marketing (S&M) Expense	328.44	270.63	21.4%
General & Administrative (G&A) Expense	1,024.02	936.84	9.3%
Interest & Bank Charges	9.88	33.25	-70.3%
Depreciation and Lease Rental	259.68	262.94	-1.2%
Operating Profit	482.08	591.98	-18.6%
Operating Profit as % of Operating Revenue	7.8%	11.6%	
Other Income	219.11	8.27	2549.6%
Profit Before Tax	701.19	600.25	16.8%
PBT as % of Total Revenue	10.9%	11.7%	
EBITDA	946.52	865.02	9.4%
EBITDA as % of Total Revenue	14.7%	16.9%	
Tax	17.13	4.05	322.6%
Minority Interest	108.33	127.40	-15.0%
Profit After Tax (for the period)	575.74	468.79	22.8%
PAT as % of Total Revenue	9.0%	9.1%	
Extraordinary Item + Prior Period Adjustment	(0.53)	(2.19)	
Adjusted Profit After Tax	575.21	466.60	23.3%
PAT as % of Total Revenue	9.0%	9.1%	

Income Statement – Consolidated excluding 3DPLM

(figures in INR millions)

Income Statement	FY 11	FY 10	Var
Operating Revenue (in USD millions)	104.81	79.29	32.2%
<i>Exchange Rate</i>	45.42	47.28	-3.9%
Operating Revenue	4,760.73	3,748.41	27.0%
Cost Of Revenue (COR)	3,269.50	2,395.08	36.5%
Contribution	1,491.23	1,353.33	10.2%
Contribution as % of Operating Revenue	31.3%	36.1%	
Sales, General & Administrative (SG&A) Expense	1,155.30	1,018.28	13.5%
Interest & Bank Charges	9.87	17.57	-43.8%
Depreciation and Lease Rental	130.79	127.14	2.9%
Operating Profit	195.27	190.34	2.6%
Operating Profit as % of Operating Revenue	4.1%	5.1%	
Other Income	115.39	(0.82)	
Profit Before Tax	310.66	189.52	63.9%
PBT as % of Total Revenue	6.4%	5.1%	
EBITDA	373.47	245.55	52.1%
EBITDA as % of Total Revenue	7.7%	6.6%	
Tax	18.77	17.99	4.3%
Minority Interest	-	-	
Profit After Tax (for the period)	291.88	171.53	70.2%
PAT as % of Total Revenue	6.0%	4.6%	
Extraordinary Item + Prior Period Adjustment	(0.53)	(2.19)	
Adjusted Profit After Tax	291.35	169.34	72.1%
PAT as % of Total Revenue	6.0%	4.5%	

Consolidated Revenue Analysis

(figures in INR millions)

Operating Revenue (in USD millions)	Q4 11	% of OPR	Q3 11	% of OPR	Q4 10	% of OPR	FY 11	% of OPR	FY 10	% of OPR
Offshore	17.25	45.6%	16.28	44.9%	13.52	48.5%	61.51	45.1%	53.55	49.5%
Offsite	2.54	6.7%	3.36	9.3%	2.81	10.1%	12.97	9.5%	10.50	9.7%
Onsite	15.46	40.9%	13.90	38.3%	8.98	32.3%	52.35	38.4%	35.04	32.4%
Products	2.36	6.2%	2.46	6.8%	2.27	8.1%	8.69	6.4%	7.89	7.3%
H/W Reimbursement	0.23	0.6%	0.24	0.7%	0.27	1.0%	0.96	0.7%	1.13	1.0%
Total	37.84	100.0%	36.25	100.0%	27.84	100.0%	136.47	100.0%	108.12	100.0%

Operating Revenue	Q4 11	% of OPR	Q3 11	% of OPR	Q4 10	% of OPR	FY 11	% of OPR	FY 10	% of OPR
Offshore	775.11	45.6%	733.03	44.9%	617.38	48.5%	2,797.05	45.1%	2,533.71	49.5%
Offsite	113.91	6.7%	151.51	9.3%	128.47	10.1%	589.76	9.5%	496.76	9.7%
Onsite	694.74	40.9%	625.83	38.3%	410.13	32.3%	2,380.71	38.4%	1,658.06	32.4%
Products	106.03	6.2%	110.98	6.8%	103.51	8.1%	395.18	6.4%	373.48	7.3%
H/W Reimbursement	10.52	0.6%	10.67	0.7%	12.23	1.0%	43.43	0.7%	53.61	1.0%
Total	1,700.30	100.0%	1,632.02	100.0%	1,271.71	100.0%	6,206.12	100.0%	5,115.62	100.0%

Other Income	Q4 11	% of OPR	Q3 11	% of OPR	Q4 10	% of OPR	FY 11	% of OPR	FY 10	% of OPR
Investment Income	5.64	0.3%	2.92	0.2%	2.67	0.2%	12.82	0.2%	26.87	0.5%
Sale of Assets	-	0.0%	-	0.0%	(1.54)	-0.1%	-	0.0%	-	0.0%
FX Gain/(Loss)	60.35	3.4%	42.94	2.6%	35.75	2.7%	196.12	3.1%	(19.72)	-0.4%
Others	1.58	0.1%	3.89	0.2%	(0.64)	0.0%	10.17	0.2%	1.11	0.0%
Total	67.57	3.8%	49.74	3.0%	36.24	2.8%	219.11	3.4%	8.27	0.2%

Onsite includes revenues in near shore centers in high cost countries

Consolidated Revenue Analysis (excluding 3DPLM)

Operating Revenue (in USD millions)	Q4 11	% of OPR	Q3 11	% of OPR	Q4 10	% of OPR	FY 11	% of OPR	FY 10	% of OPR
Offshore	9.18	31.1%	8.31	29.7%	6.73	32.3%	30.91	29.5%	25.86	32.6%
Offsite	2.53	8.6%	3.36	12.0%	2.81	13.5%	12.94	12.3%	10.47	13.2%
Onsite	15.41	52.3%	13.87	49.5%	8.97	43.1%	52.25	49.9%	34.97	44.1%
Products	2.36	8.0%	2.46	8.8%	2.27	10.9%	8.69	8.3%	7.89	10.0%
H/W Reimbursement	0.01	0.0%	0.00	0.0%	0.03	0.2%	0.02	0.0%	0.09	0.1%
Total	29.49	100.0%	28.00	100.0%	20.81	100.0%	104.81	100.0%	79.28	100.0%

Operating Revenue (in INR millions)	Q4 11	% of OPR	Q3 11	% of OPR	Q4 10	% of OPR	FY 11	% of OPR	FY 10	% of OPR
Offshore	412.02	31.1%	374.07	29.7%	306.80	32.3%	1,403.93	29.5%	1,222.60	32.6%
Offsite	113.41	8.6%	151.17	12.0%	127.95	13.5%	587.87	12.3%	495.02	13.2%
Onsite	691.32	52.3%	624.61	49.5%	408.98	43.1%	2,373.43	49.9%	1,653.39	44.1%
Products	105.87	8.0%	110.98	8.8%	103.29	10.9%	394.74	8.3%	373.19	10.0%
H/W Reimbursement	0.41	0.0%	0.03	0.0%	1.58	0.2%	0.77	0.0%	4.22	0.1%
Total	1,323.02	100.0%	1,260.86	100.0%	948.61	100.0%	4,760.73	100.0%	3,748.41	100.0%

Onsite includes revenues in near shore centers in high cost countries

Consolidated Cost Analysis

(figures in INR millions)

Cost Of Revenue	Q4 11	% of OPR	Q3 11	% of OPR	Q4 10	% of OPR	FY 11	% of OPR	FY 10	% of OPR
Manpower	1,017.95	60%	953.22	58%	680.48	54%	3,668.35	59%	2,659.06	52%
Travel	48.98	3%	58.12	4%	29.52	2%	188.21	3%	120.45	2%
Software amortization	9.99	1%	14.49	1%	16.40	1%	57.60	1%	64.65	1%
Other Software	27.07	2%	39.06	2%	34.11	3%	131.18	2%	124.27	2%
Staff Welfare	12.40	1%	11.11	1%	10.04	1%	37.24	1%	34.95	1%
Data Communication	4.90	0%	6.17	0%	3.85	0%	19.45	0%	16.60	0%
Total	1,121.28	66%	1,082.16	66%	774.40	61%	4,102.03	66%	3,019.98	59%

S&M Expense	Q4 11	% of OPR	Q3 11	% of OPR	Q4 10	% of OPR	FY 11	% of OPR	FY 10	% of OPR
Manpower	70.42	4%	69.52	4%	54.37	4%	260.73	4%	192.19	4%
Travel	10.81	1%	9.27	1%	8.44	1%	36.15	1%	29.13	1%
Communication	-	0%	0.75	0%	0.90	0%	2.02	0%	6.19	0%
Other Business Expenses	11.04	1%	6.68	0%	12.19	1%	29.55	0%	43.11	1%
Total	92.27	5%	86.21	5%	75.91	6%	328.44	5%	270.63	5%

Consolidated Cost Analysis

(figures in INR millions)

G&A Expense	Q4 11	% of OPR	Q3 11	% of OPR	Q4 10	% of OPR	FY 11	% of OPR	FY 10	% of OPR
Manpower	84.86	5%	73.14	4%	79.23	6%	330.28	5%	323.68	6%
Travel	9.57	1%	10.01	1%	10.77	1%	39.06	1%	41.16	1%
Facility	80.40	5%	81.31	5%	115.93	9%	309.80	5%	362.71	7%
Recruitment	20.02	1%	17.53	1%	4.83	0%	52.82	1%	7.13	0%
Training	5.67	0%	6.12	0%	3.70	0%	20.53	0%	21.21	0%
Communication & Information System	10.69	1%	11.45	1%	8.60	1%	42.36	1%	35.33	1%
Insurance	3.91	0%	2.93	0%	1.84	0%	12.32	0%	16.42	0%
Legal & Professional	27.85	2%	25.68	2%	21.02	2%	98.87	2%	87.71	2%
Bad Debts	(9.43)	-1%	8.78	1%	(31.23)	-2%	11.43	0%	(2.88)	0%
Others	27.50	2%	24.55	2%	17.54	1%	106.56	2%	44.38	1%
Total	261.05	15%	261.50	16%	232.24	18%	1,024.02	17%	936.84	18%

Depreciation & Lease Rentals	Q4 11	% of OPR	Q3 11	% of OPR	Q4 10	% of OPR	FY 11	% of OPR	FY 10	% of OPR
Facility Depreciation	17.82	1%	13.94	1%	14.52	1%	58.90	1%	55.88	1%
Non-facility Depreciation	32.01	2%	30.85	2%	25.56	2%	118.96	2%	111.00	2%
Lease Rentals	20.47	1%	19.91	1%	23.99	2%	81.82	1%	96.07	2%
Total	70.30	4%	64.70	4%	64.08	5%	259.68	4%	262.94	5%

Operating Revenue : Q4 11 vs. Q3 11

- Operating revenue in USD terms increased by 4.4% from previous quarter
 - Engineering Services is the major contributor – growth of 10.1% from INR 13.36 mn to INR 14.72 mn
 - Volume growth - 2.6%
 - Positive impact of EUR/USD fluctuation - 0.5%

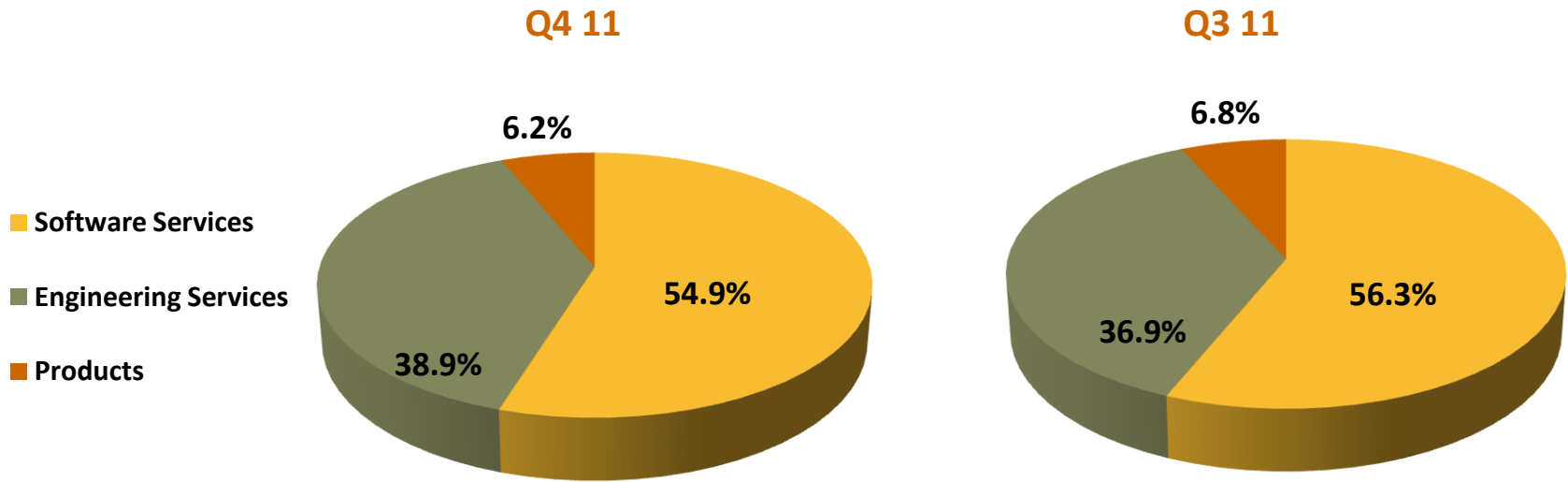
Costs: Q4 11 vs. Q3 11

- Increase in COR in line with revenue growth
- One time G&A items:
 - Reversal of Provision for doubtful debt of INR 9.4 mn
 - Reversal of other salary related provisions adjusted against one time professional charges towards acquisition project and higher recruitment cost

REVENUE & CLIENT DATA

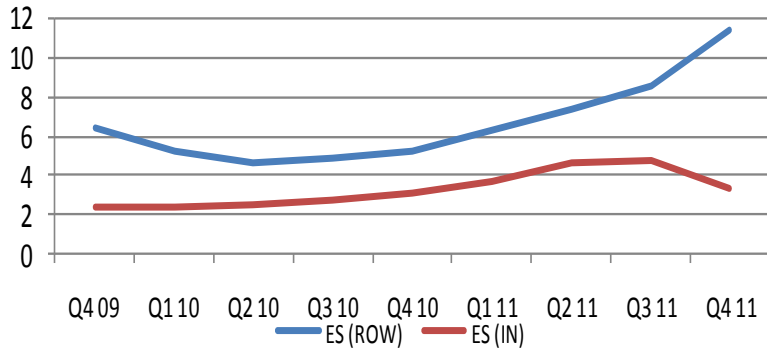
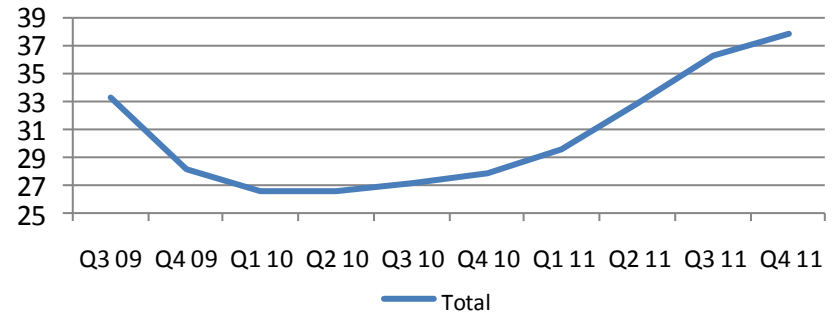
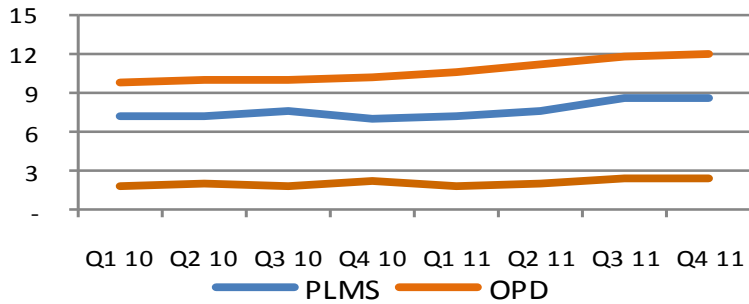
Q4 FY11

Service Lines



Service Line (%)	Q4 11	Q3 11	Q4 10	FY 11	FY 10
Software Services	54.9%	56.3%	61.8%	56.9%	64.3%
Engineering Services	38.9%	36.9%	30.0%	36.7%	28.4%
Products	6.2%	6.8%	8.1%	6.4%	7.3%

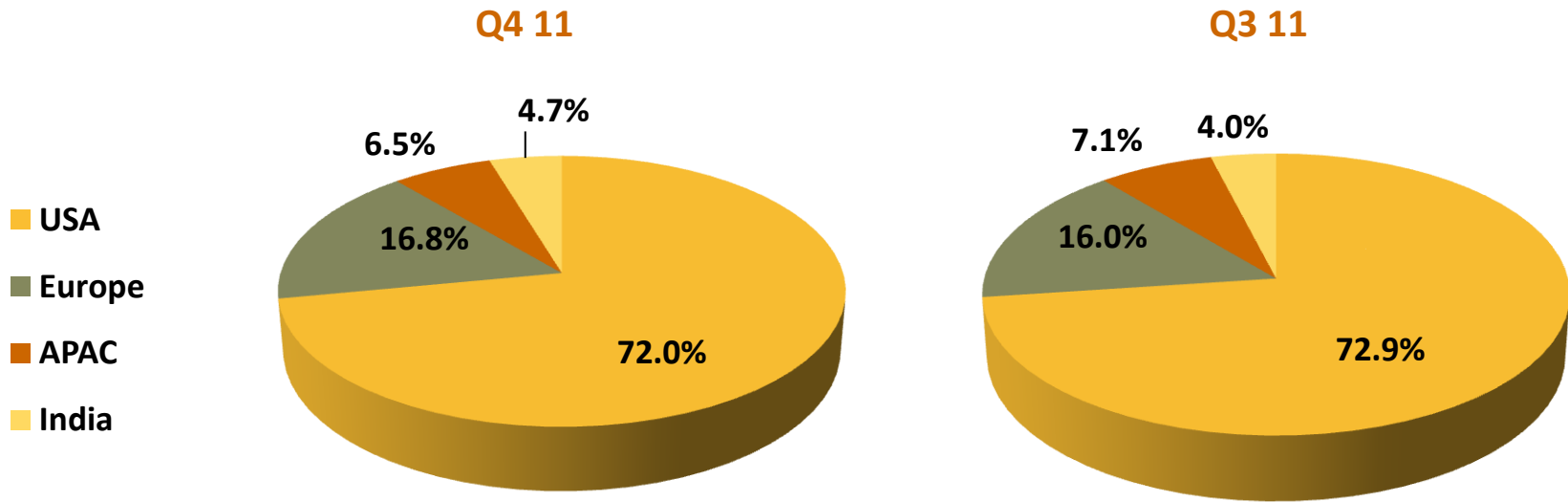
BU-wise Revenue Trend



Business Unit	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11
PLM Solutions	6.95	7.16	7.59	8.67	8.71
Outsourced Product Development	10.27	10.57	11.14	11.75	12.06
Products (IP)	2.27	1.87	2.00	2.46	2.36
Engineering Services (ROW)	5.28	6.34	7.38	8.54	11.39
Engineering Services (India)	3.08	3.65	4.67	4.82	3.32
Total	27.84	29.59	32.80	36.25	37.84

All numbers in USD MM

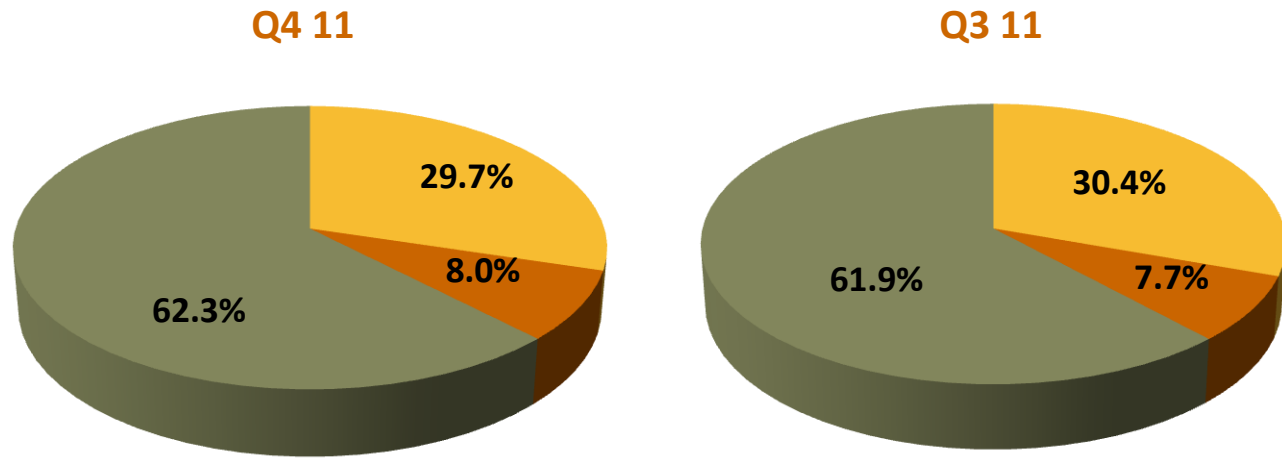
Regions



Region (%)	Q4 11	Q3 11	Q4 10	FY 11	FY 10
USA	72.0%	72.9%	63.6%	72.8%	63.3%
Europe	16.8%	16.0%	25.6%	16.0%	26.2%
APAC	6.5%	7.1%	3.5%	6.7%	4.7%
India	4.7%	4.0%	7.3%	4.5%	5.8%

Customer Segments

- Software ISV
- Strategic Partners
- Direct Industrial



Customer Profile (%)	Q4 11	Q3 11	Q4 10	FY 11	FY 10
Software ISV	29.7%	30.4%	37.8%	31.3%	38.8%
Strategic Partners	8.0%	7.7%	7.2%	7.6%	8.4%
Direct Industrial	62.3%	61.9%	55.0%	61.2%	52.8%

Industry Verticals

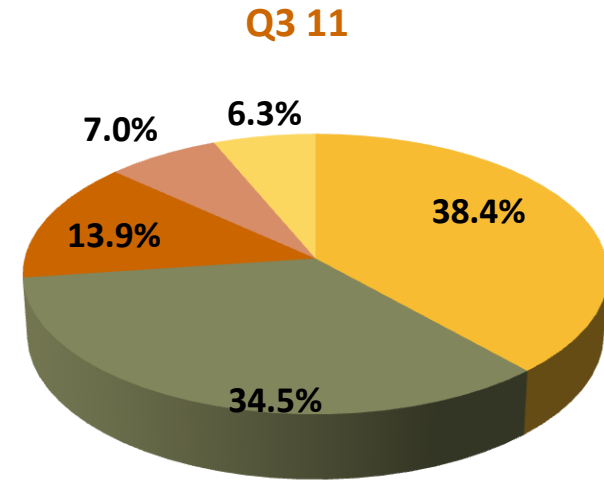
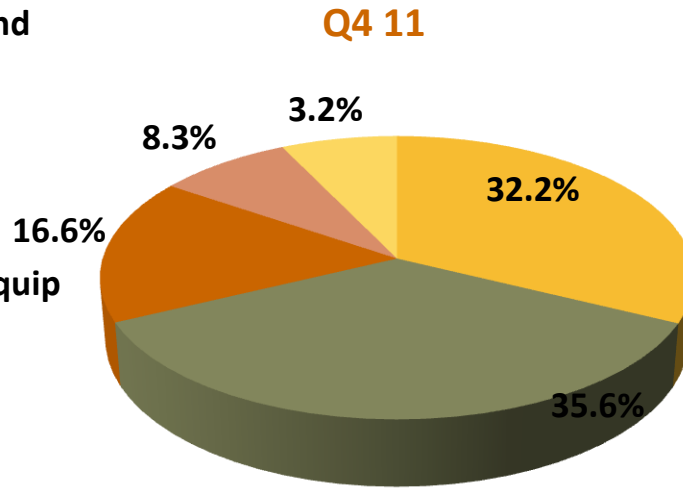
■ Software ISV and Partners

■ Automotive

■ Agri and Construction Equip

■ Industrial and Marine Eng

■ Others



Vertical (%)	Q4 11	Q3 11	Q4 10	FY 11	FY 10
Software ISV and Partners	32.2%	38.4%	45.4%	38.0%	47.5%
Automotive	35.6%	34.5%	31.8%	34.0%	32.5%
Agricultural and Construction Machinery	16.6%	13.9%	13.2%	14.3%	10.8%
Industrial and Marine Engineering	8.3%	7.0%	5.7%	7.5%	5.3%
Others	7.2%	6.3%	3.9%	6.2%	3.9%

Revenue & Customer Analysis

Project Type (%)	Q4 11	Q3 11	Q4 10	FY 11
Time & Material	78.0%	80.6%	79.4%	80.3%
Fixed Price	22.0%	19.4%	20.6%	19.7%

New/ Repeat Business (%)	Q4 11	Q3 11	Q4 10	FY 11
Existing Customer – Existing Business	81.2%	85.8%	85.4%	84.6%
Existing Customer – New Business	9.8%	9.2%	12.3%	10.7%
New customer – New Business	8.2%	5.0%	2.3%	4.8%

Revenue (%)	Q4 11	Q3 11	Q4 10	FY 11
Top 1	24%	24%	26%	25%
Top 5	54%	56%	52%	55%
Top 10	70%	71%	67%	70%
Number of customers with more than 5% revenue contribution	6	6	4	6

Clients	Q4 11	Q3 11	Q4 10	FY 11
> \$ 10 million	2	3	2	3
\$5 - \$10 million	5	3	4	3
\$1 - \$5 million	17	12	13	12
< \$1 million	76	93	81	123

Customer & Deal Analysis

Clients	Q4 11	Q3 11	Q4 10	FY11	FY10
Total number of active clients	100	111	100	100	100
Number of new clients added	5	10	7	33	45

New Clients – Q4 11	US	Europe	APAC	India	Total
Software ISV and Partners	1				1
Automotive					0
Agricultural and Construction Equipment					0
Industrial and Marine Engineering	1				1
Others	2			1	3
Total	4	0	0	1	5

Order Book (USD million)	Q4 11	Q3 11	Q4 10	FY11	FY10
New deals won	7.25	9.42	13.38	30.22	48.99

New Deal Analysis – Q4 11 (USD million)	US	Europe	APAC	India	Total
Engineering	1.26		0.35		1.61
PLMS	0.49	2.44	0.01	0.21	3.15
SPE	0.19	2.30			2.49
Total	1.94	4.74	0.36	0.21	7.25

Business Highlights

- **General business highlights**

- NASSCOM IT Innovators 2011 recognition for the fourth consecutive year for a design process innovation
- Opening of the first Canadian office in Montreal
- Release of version 8.0 of eDrawings Professional for Pro/ENGINEER, RapidFire Lite, Solid Edge and Google SketchUp

- **Customer wins**

- A multiyear contract for development & maintenance of CAD/DMU & PLM for a Aerospace major
- Offshore-based AMS services on Teamcenter for a leading oilfield products and services company in the US
- A Greenfield Oracle Agile PLM implementation program for a leading Indian pharmaceuticals company
- Development of an integrated manufacturing process planning application for a global leader in construction and off-highway equipment
- A large software product development project for a leading machine tools manufacturer in Europe. Project won after successful completion of a solution definition and design consulting engagement with the same customer
- An annual contract for press tool design services for a leading European industrial equipment manufacturer

OPERATIONS & HR DATA

Q4 FY11

Operational Parameters

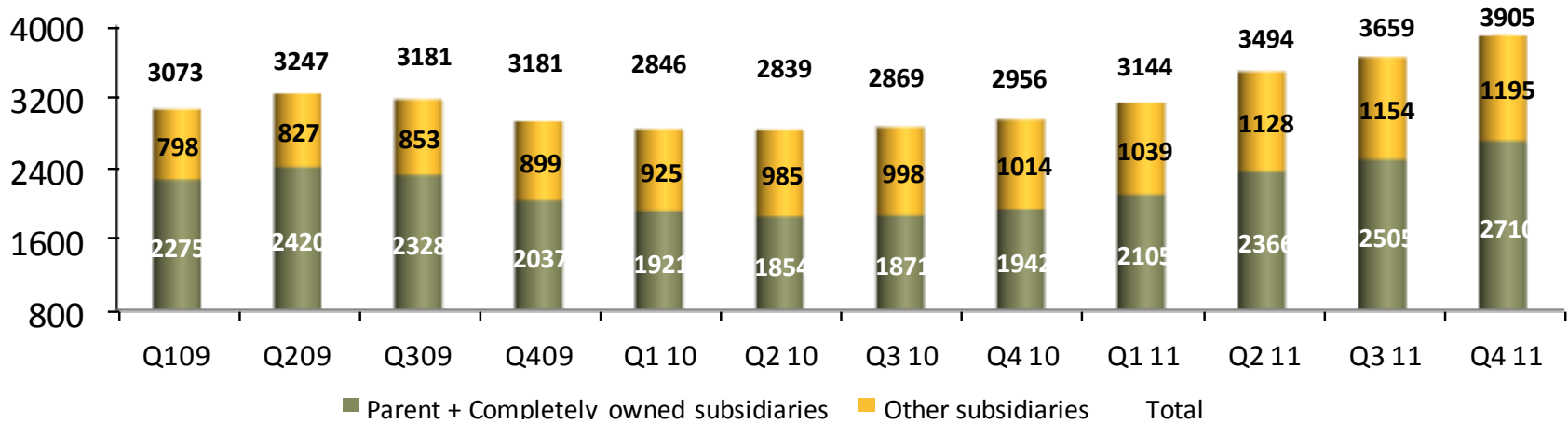
COR Manpower (FTE)	Q4 11	Q3 11	Q4 10	FY 11	FY10
Billed – Offshore	2,070.17	1,968.84	1,644.68	1,888.87	1,603.42
Billed – Offsite	493.33	495.33	396.33	479.17	334.08
Billed – Onsite	431.52	453.80	314.44	409.52	330.86
Unbilled	302.85	245.46	203.55	221.61	239.64
Trainee	176.80	94.06	12.00	130.34	4.50
Operations Support	47.00	58.67	58.67	53.42	62.92
Total	3,521.67	3,316.17	2,629.67	3,182.92	2,575.42

Utilization (%)	Q4 11	Q3 11	Q4 10	FY 11	FY10
Including Trainees – Overall	86.2%	89.6%	89.6%	88.8%	90.3%
Including Trainees – Offshore + Offsite	84.1%	87.3%	89.5%	88.1%	90.0%
Including Trainees – Onsite	90.8%	92.3%	90.2%	92.6%	92.3%
Excluding Trainees	90.8%	92.2%	90.0%	92.6%	90.4%

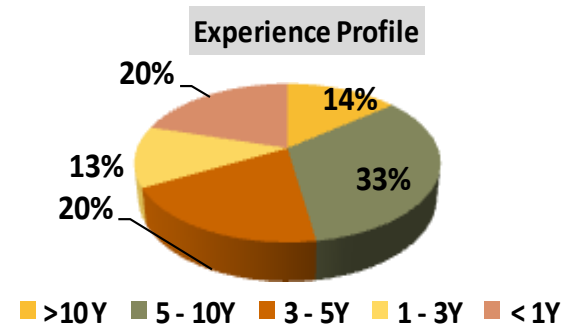
Business Unit (FTE)	Q4 11	Q3 11	Q4 10	FY 11	FY10
PLM Solutions	516.33	506.67	479.00	492.67	475.94
Outsourced Product Development	1,460.33	1,429.00	1,198.00	1,380.08	1,163.69
Products (IP)	94.33	93.67	100.67	92.33	99.58
Engineering Services (ROW)	405.67	407.77	226.00	351.81	244.00
Engineering Services (India)	636.33	595.00	435.67	567.08	371.62
Total	3,113.00	3,032.10	2,439.33	2,883.97	2,354.83

Average position for the quarter

Employee Base

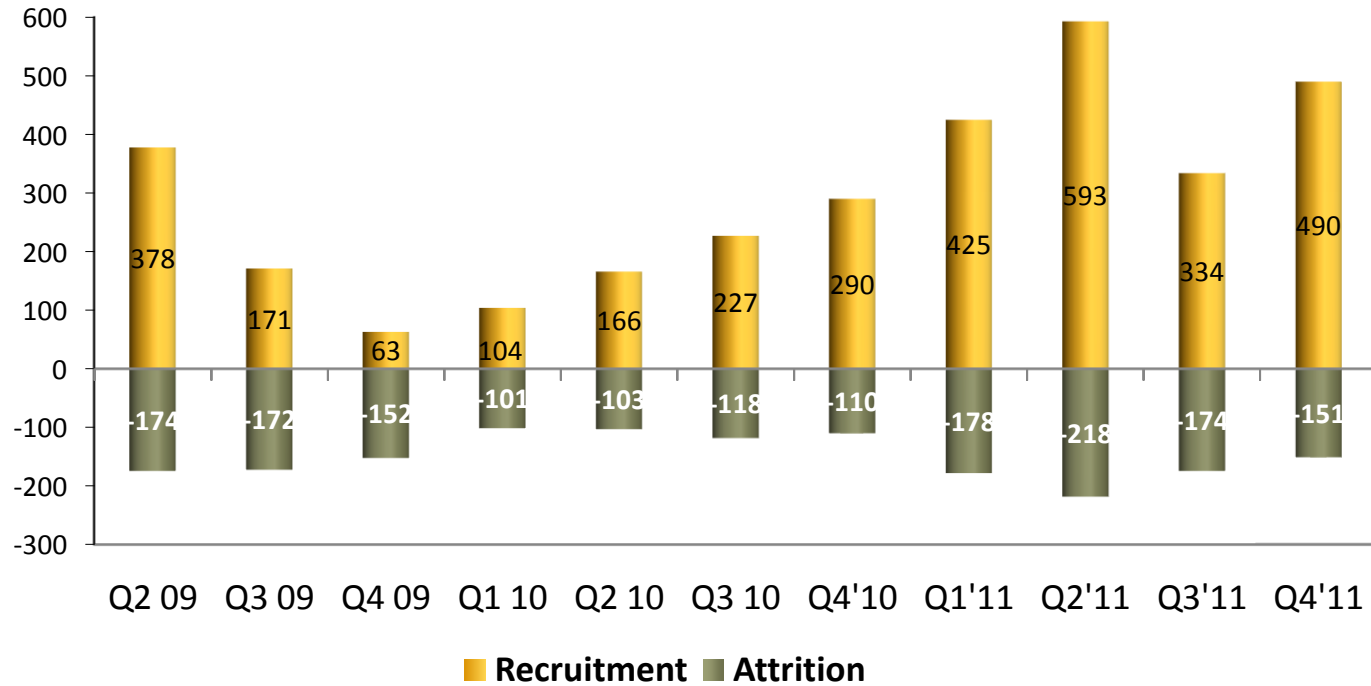


Headcount	Q4 11	Q3 11	Q4 10
Billed	3052	2960	2410
Unbilled + Trainee	479	320	198
Operations Support	49	60	63
Sales	26	31	23
Corporate Functions	299	288	262
Total	3905	3659	2956

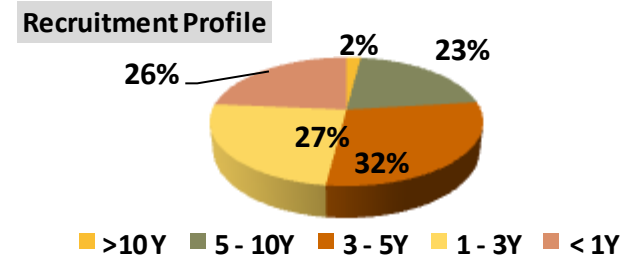


All numbers as of end of period

Recruitment and Attrition Analysis



Attrition (%)	Q4 11	Q3 11	Q4 10	FY11	FY10
Software Services	14.4%	21.9%	14.6%	18.8%	10.4%
Engineering Services	15.1%	14.7%	6.0%	19.6%	6.2%
Products	4.7%	14.6%	0.0%	12.6%	3.2%
Overall	14.2%	19.8%	12.5%	19.1%	10.3%



All numbers as of end of period

INDIAN GAAP

BALANCE SHEET & KEY FINANCIAL PARAMETERS
Q4 FY11

Balance Sheet Summary

(figures in INR millions)

Sources of Funds	Q4 11	Q3 11	Q4 10
Shareholder's Funds	2,177.95	2,135.10	1,779.24
Share Capital	124.85	124.62	124.23
Share Application Money	0.23	1.28	-
Reserves & Surplus	2,052.87	2,009.20	1,655.01
Loan Funds	44.62	104.99	185.30
Others	414.49	377.49	368.38
Total	2,637.07	2,617.58	2,332.91
Applications of Funds	Q4 11	Q3 11	Q4 10
Fixed Assets	851.44	841.10	857.03
Investments	138.52	155.92	166.98
Liquid	138.52	155.92	166.98
Others	-	-	-
Current Assets	2,495.58	2,476.64	2,124.13
Cash & Bank – Deposits	9.05	8.99	60.47
Cash & Bank – Others	99.66	131.29	113.24
Sundry Debtors	1,183.48	1,199.00	924.96
Other Current Assets	1.90	2.06	1.98
Loans and Advances	1,201.50	1,135.31	1,023.47
Less: Current Liabilities	848.47	856.07	815.23
Total	2,637.07	2,617.58	2,332.91

Balance sheet position as on period end

Key Financial Data

Parameter	Q4 11	Q3 11	Q4 10	FY 11	FY10
CAPEX (INR million)	79.16	93.76	98.34	317.14	320.55
DSO	66	72	71	68	71
% Tax	5.7%	0.8%	3.2%	2.4%	0.7%

Outstanding Loans	Q4 11	Q3 11	Q4 10
Term Loan (USD million)	-	-	2.40
Term Loan (INR million)	-	-	-
PCFC Loan (USD million)	1.0	2.36	1.72
Overdraft (USD million)	-	-	-

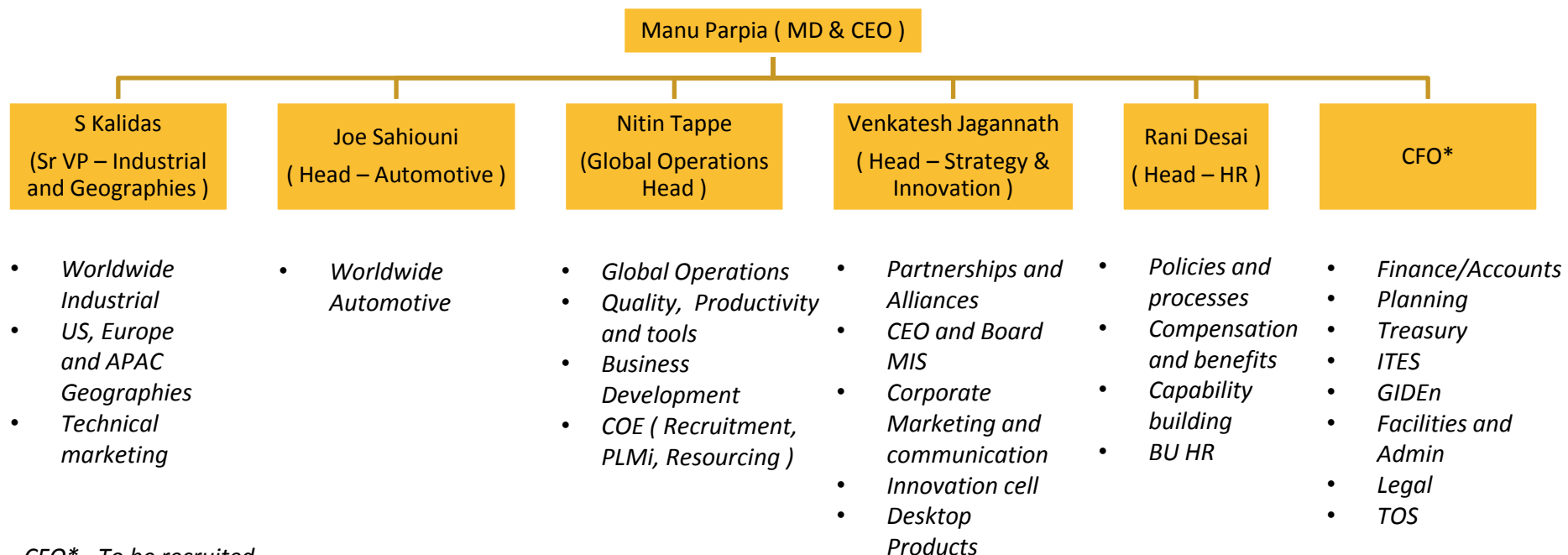
Forward Contracts (Data for USD/INR only)	Q4 11	Q3 11	Q4 10
Cash Flow Hedges (USD million)	162.11	162.81	85.87
Other Contracts (USD million)	-	-	-
Total (USD million)	162.11	162.81	85.87
Average Rate	48.46	48.46	48.72
> 12 M maturity (USD million)	86.60	120.78	25.00
MTM on Cash Flow Hedges (INR million)	157.27	169.78	230.79
MTM on Other Contracts (INR million)	-	-	-
Total (INR million)	157.27	169.78	230.79

Loans & Hedging position as on period end

FUTURE OUTLOOK

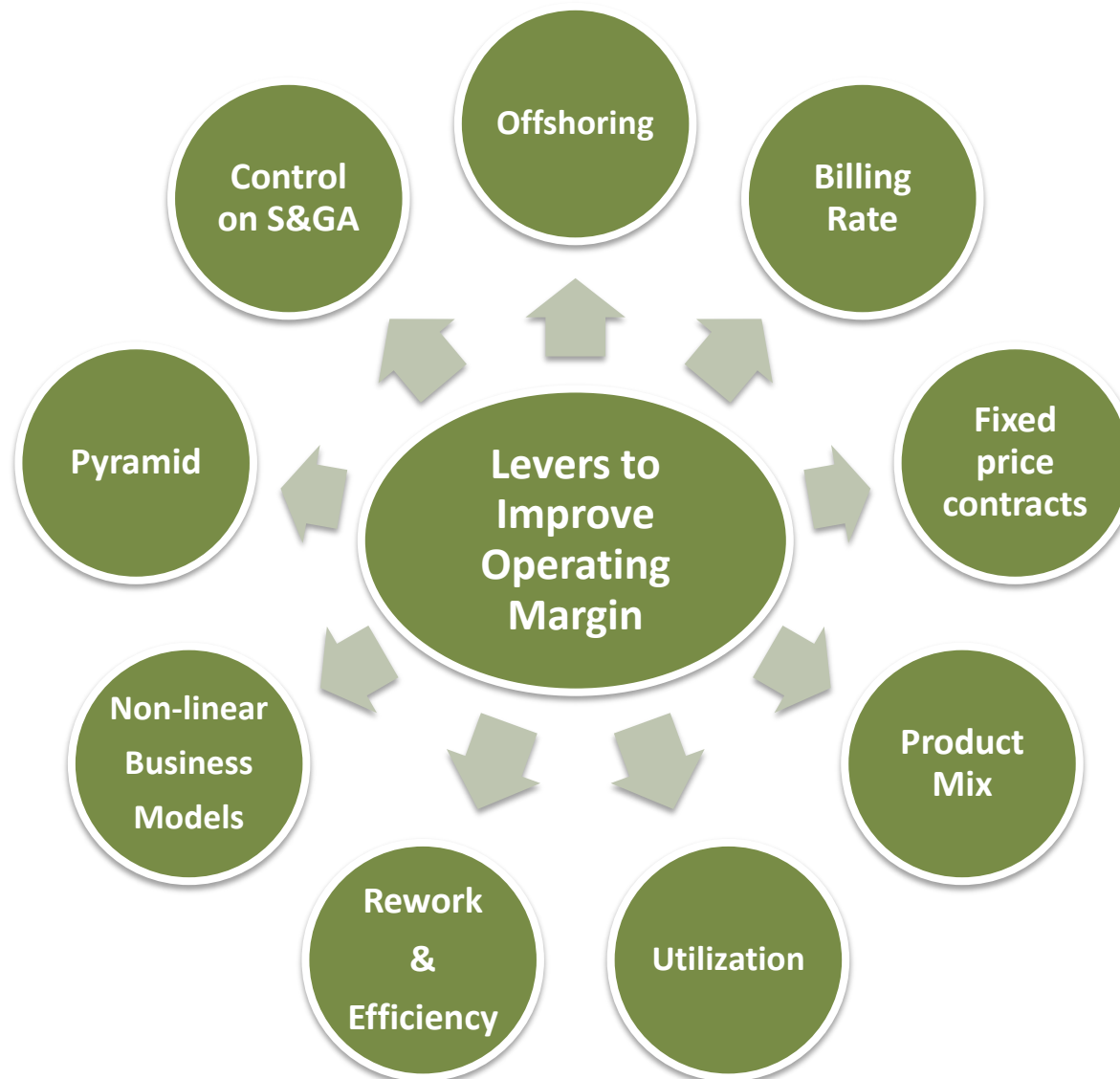
Outlook for FY 12

- Meet revenue target
- Improvement in GL performance through higher margin
- Revenue in Q1 12 is likely to be flattish due to delays in projects
- Margins will be under pressure due to planned salary hike with effect from April
- Organization structure



CFO* - To be recruited.

Levers to improve Operating Margin



GENERAL INFORMATION

Q4 FY11

Conference Call Details

- Q4 FY11 Results Conference Call on Monday, Apr 25, 2011 at 16:00 hrs IST
- Geometric will be represented by
 - Mr. Manu Parpia, MD & CEO
 - Mr. Anil Jain, Finance Controller
- Dial-in details

Location	Access Number
Mumbai	6629 0452 3065 0652
Delhi, Bangalore, Chennai, Hyderabad, Kolkata Accessible from all major carriers except BSNL/MTNL	6000 1221
Gurgaon (NCR), Bangalore, Chennai, Cochin, Pune, Lucknow, Ahmedabad, Chandigarh Accessible from all carriers	3940 3977
USA	1 866 746 2133
UK	0 808 101 1573
Singapore	800 101 2045
Hong Kong	800 964 448

About Geometric

Geometric (www.geometricglobal.com) is a specialist in the domain of engineering solutions, services and technologies. Its portfolio of Global Engineering services and Digital Technology solutions for Product Lifecycle Management (PLM) enables companies to formulate, implement, and execute global engineering and manufacturing strategies aimed at achieving greater efficiencies in the product realization lifecycle.

Headquartered in Mumbai, India, Geometric was incorporated in 1994 and is listed on the Bombay and National Stock Exchanges. The company recorded consolidated revenues of Rupees 6.21 billion (US Dollars 136.47 million) for the year ended March 2011. It employs 3900 people across 10 global delivery locations in the US, Romania, India, and China. Geometric was assessed as CMMI 1.1 Level 5 for its software services and is ISO 9001:2008 certified for engineering operations. The company's operations are also ISO 27001:2005 certified.

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END OF PRESENTATION

INTERPRETATION GUIDE FOR REPORTED DATA

Guide 1

Slide #	Item	Explanation
5, 6, 7, 8	Income Statement	<p>Income statement provided is in the MIS format. MIS format is different from the income statement published as part of financial results in terms of grouping of cost elements. Key differences to be noted are as follows:</p> <ol style="list-style-type: none"> 1. MIS format breaks-up operating costs as COR, S&M and G&A 2. Depreciation line item in MIS format also includes the lease rentals for computing hardware (CAPEX equivalent) and excludes software depreciation which is clubbed under software expenses in COR 3. FX gain/(loss) is grouped under Other Income in MIS format as against operating cost in financials. <p>For EBITDA calculation, amortization software has been added and lease rentals have been reduced in depreciation</p>
9, 25	Onsite, Offshore and Offsite	<p>Onsite: Delivery from high cost country Offshore: Delivery from low cost country, but in company premises Offsite: Delivery from low cost country, but in customer premises</p>
9	H/W Reimbursement	Reimbursement by the customer for hardware cost is recognized as revenue over the life of the hardware
9	Investment Income	Investment income includes dividend from mutual funds, interest earned on bank deposits and profit on sale of mutual fund investments.
11, 12	Manpower	Manpower costs in MIS exclude staff welfare, but include mediclaim and group insurance costs vis-à-vis personnel costs in financials

Guide 2

Slide #	Item	Explanation
11, 12	Travel	Reimbursement of travel expenses are grouped under travel expenses while the same has been grouped under other expenses in financial result advertisement
12	Facility	Facility costs include rent and service charges, electricity charges, repairs and maintenance excluding that of EPABX and UPS
12	Facility Depreciation	Includes depreciation on leasehold land, building, electrical installations, office equipments and furniture and fixtures
12	Non-facility Depreciation	Primarily consists of depreciation on computing hardware
12	Lease Rentals	Includes lease rent paid for computing hardware
16 – 18	Revenue Analysis	Analysis reported is for USD operating revenue
19– 20	Revenue Analysis	Analysis reported is for USD operating revenue excluding Products revenues.
16	Service Lines	Software Services - PLM Solutions + OPD business
17, 25	Business Units	Manufacturing IT BU is reported under PLM Solutions BU. Enterprise Products group is reported under Products, though internally it is grouped with PLM Solutions BU.

Guide 3

Slide #	Item	Explanation
19	Customer Segments	Software ISV segment consists of S/W product companies giving us OPD business. Strategic Partner segment consists of S/W product and consulting companies engaging in PLM Solutions and Engineering Services business. Direct Industrial segment consists of industrial companies sourcing all types of services from Geometric.
21	Project Type Revenue Analysis	Analysis reported is for USD operating revenue excluding Products and H/W reimbursement revenue.
21	Customer Revenue Analysis	Analysis reported is for USD operating revenue. Distribution is on the basis of annualized figures (i.e. quarterly revenue x 4).
21 – 22	Client data	All customers for software and engineering services are counted, but customers for products are counted only when revenues are more than \$5000/quarter.
22	Order Book	New deals won refers to new business wins with existing or new customers. This excludes ramp-up in or extension of existing contracts.
25	COR Manpower FTE	Unbilled may be at offshore or onsite. Trainees only at offshore. Products FTE included in respective Billed category based on location.
25	Utilization	Products manpower is included in offshore manpower data. Operations support teams are not considered while calculating % utilization.
25	Business Unit FTE	Distribution of dedicated COR manpower FTE into various BU. Unbilled employees from the common pool are not included in this data.
26	Other Subsidiaries	Other subsidiaries refers to 3DPLM Software Solutions Ltd., a JV with Dassault Systemés of France. Geometric owns 70% share in the JV.

Guide 4

Slide #	Item	Explanation
26	Employee Base	Employee headcount reported includes all permanent employees and non-permanent employees working on billed positions.
26	Experience Profile	Distribution reported is for all employees including sales and corporate support functions
27	Attrition	Only undesired attrition data is reported. Difference in the net addition reported on slide 22 and difference in headcount reported in slide 23 is on account of desired attrition. % Attrition reported is on an annualized basis.
30	DSO	DSO reported is on a quarterly basis
30	% Tax	Includes impact of FBT and deferred tax
30	CAPEX	Includes normal CAPEX and purchase value of leased computing hardware
30	Outstanding Loans	All FX loans are revalued at the end of the quarter based on the closing exchange rate
30	Cash Flow Hedges	Forward contracts that classify for hedge accounting under AS30. MTM impact of these contracts is taken to the balance sheet under Cash Flow Hedging Reserve. MTM impact of other contracts hits the P&L as part of FX Gain/(Loss)